

Message Text

CONFIDENTIAL

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 SS-15 NSC-05 L-02 CIAE-00 INR-07

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P 050855Z MAY 75

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC PRIORITY 7559

USDOC WASHDC PRIRTY

AMEMBASSY KUALA LUMPUR PRIORITY

C O N F I D E N T I A L JAKARTA 5345

COMMERCE FOR SANDS AND ATKINS MEPD
STATE FOR LES EDMONDS EA

EO 11652: GDS

TAGS: EIND BEXP BINV ID

SUBJ: KRAKATAU STEEL SEEKS CONSULTANTS

REF: A. JAKARTA 5009 B. STATE 100856 C. JAKARTA 5297 AND PREVIOUS

BEGIN UNCLASSIFIED

1. PRESIDENT-DIRECTOR KRAKATAU STEEL, IR TUNKY
ARIWIBOWO, CALLED E/CM OFFICER PERREAULT TODAY 5 MAY,
AND ASKED FOLLOWING INFORMATION REGARDING ARMCO AND
MCKEE, THE TWO AMERICAN COMPANIES INVITED TO EXPRESS
INTEREST IN SONSULTING CONTRACT WITH KRAKATAU:

A. STEEL CONSULTING CLIENTS PAST THREE-FOUR YEARS;

B. INDICATION SCOPE AND SCALE THESE JOBS;

C. EXPERIENCE IN DIRECT REDUCTION PROCESS.

ARIWIBOWO ALSO ASKED US TO NAME LEADING AMERICAN
CONSULTANTS IN:

A. POWER SUPPLY TO STEEL PLANTS;

B. WATER SUPPLY TO STEEL PLANTS.

HE CALLED POWER SUPPLY CONSULTANT "ESPECIALLY IMPORTANT."

2. WE HAVE GIVEN ARIWIBOWO BROCHURES FROM OUR FILES:

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"MCKEE ENGINEERS AND CONSTRUCTORS--WE'RE HELPING THE

EARTH TO WORK." AND "WORLDWIDE STEEL PLANT CONSULTATION FROM ARMCO STEEL CORPORATION."

3. ACTION REQUESTED: APPRECIATE DEPARTMENT'S BEST EFFORTS PROVIDE IMMEDIATE (UNCLASSIFIED) REPLY TO QUESTIONS OUTLINED PARAPGRAPH 1 ABOVE.

4. RECOMMEND USDOC NOTIFY US PROMPTLY CONTENT OF ABOVE AMERICAN FIRMS' RESPONSE TO INVITATION TO EXPRESS INTEREST IN KRAKATAU CONSULTING CONTRACT, AND FORWARD COPIES OF RESPONSES TO EMBASSY TO ASSIST US IN FOLLOWING UP. END UNCLASSIFIED

5. BEGIN CONFIDENTIAL. ARIBOWO INITIATIVE IS HELPFUL. IT CONFIRMS US PARTICIPATION WOULD BE WELCOME (AS INDICATED BY INCLUSION TWO AMERICAN FIRMS IN SHORT LIST OF ONLY FOUR FIRMS). MOST IMPORTANT IT PROVIDES FIRST OPPORTUNITY TO OPEN UP ENTIRE CONSULATNCY QUESTION IF WE CAN SUPPLY RESPONSIVE REPLY HIS REQUEST FOR DVICE. IF, AS ATKINS STRONGLY IMPLIED IN TELCON WITH PERREAULT, ARMCO AND MCKEE ARE INCLINED TO RESPOND NEGATIVELY TO INVITATIOIN ABSENCE OF USG PRESSURE AND STRONG SUPPORT, WE RECOMMEND COMMERCE CONSIDER THAT OTHER US FIRMS COULD, BY JOINING WITH THEM OR REPLACING THEM, PROVIDE A PROMPT, POSITIVE, AND WHOLEHEARTED RPT WHOLEHEARTED OFFER OF AMERICAN PARTICIPATION. AS PREVIOUSLY REPORTED (REF A), WE ARE AWARE KAISER INTEREST; WE INFER FROM REF B ANT USS CONSULTANTS WOULD ALSO BE INTERESTED. OUR EXERIENCE INDICATED IT IS ABSOLUTELY ESSENTIAL THAT FIRMS BASE THEIR DECISION ON OWN BEST JUDEGEMENT SO THAT NO FUTURE TIME CAN IT BE CLAIMED THEIR ACTIONS WERE URGED ON THEM BY USG. NEWSOM

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